

Message Text

PAGE 01 TEHRAN 09392 231444Z

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ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 /018 W
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P 231131Z SEP 75

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC PRIORITY 3600

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EO 11652: NA

TAGS: USIRJC, IR

SUB: JOINT ECONOMIC AND FINANCE COMMITTEE--PRIVATE SECTOR
INVOLVEMENT

REF: STAZE 223997 AND PREVIOUS

1. EMBASSY HAS CAREFULLY CONSIDERED PROPOSAL THAT U.S. INDUSTRY ASSOCIATIONS BECOME INVOLVED IN A JOINT COMMISSION ACTIVITY AND SPECIFICALLY TO WORK WITH ONE OR MORE SECTORS OF IRANIAN INDUSTRY. WE SEE PROS AND CONS ON THIS ISSUE. ON THE POSITIVE SIDE, U.S. INDUSTRY ASSOCIATION MIGHT UNCOVER TRADE INVESTMENT OPPORTUNITIES WHICH OTHERWISE MIGHT GO UNNOTICED. ALSO, AN INTERFACE OF U.S. INDUSTRY AND TRADE ASSOCIATION WITH ITS COUNTERPART IN IRAN MIGHT OVER TIME AUGMENT INTER-DEPENDENCE TO THE MUTUAL BENEFIT OF BOTH COUNTRIES. ON THE NEGATIVE SIDE, IT IS POSSIBLE THAT A VISIT BY U.S. INDUSTRY ASSOCIATION DELEGATION TO IRAN WOULD DO LITTLE MORE IN THE AREA OF ECONOMIC RELATIONSHIPS BETWEEN THE TWO COUNTRIES THAN INDIVIDUAL VISITS BY U.S. BUSINESSMEN COMING WITH SPECIFIC PROPOSALS. AN INDUSTRY ASSOCIATION WOULD FOR EXAMPLE, BE AC-

COMPLISHING LITTLE ELSE EXCEPT TO ORIENT ITS MEMBERS ON THE SITUATION HERE WOULD BE A WASTE OF VALUABLE TIME ON BOTH SIDES. SUBJECT TO A FULLER DISCUSSION OF THIS MATTER WITH MESSRS. BILLER AND LAWSON, WE WOULD OFFER THE FOLLOWING COMMENTS:

2. THE ELECTRONIC INDUSTRY IN IRAN SEEMS TO US A POSSIBLE CANDIDATE BUT WE PERCEIVE SOME DRAWBACKS. WE WILL DISCUSS THESE
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PAGE 02 TEHRAN 09392 231444Z

WITH BILLER AND LAWSON WHEN THEY ARRIVE.

3. ANOTHER POSSIBILITY IS IRANIAN IRON AND STEEL INDUSTRY. LARGELY GOVERNMENT DOMINATED. KAISER ENGINEERS AND SWINDELL-

DRESSLER ARE ALREADY ACTIVE HERE. GOI INTENDS TO ESTABLISH A
LARGE STEEL COMPLEX IN ISFAHAN COSTING SOME 15 BILLION DOLLARS
AND INCLUDING 100,000 TON FOUNDRY AND 150,000 TON FORGE SHOP.
KRUPP IS DOING THE FEASIBILITY STUDY. ALTHOUGH NATIONAL
IRANIAN STEEL COMPANY HAS FAIRLY CLOSE RELATIONSHIPS WITH A

NUMBER OF U.S. FIRMS, IT IS POSSIBLE THAT TEAM FROM AMERICAN
IRON AND STEEL INSTITUTE MIGHT DEVELOP SOME NEW OPPORTUNITIES
VIA TRANSFER OF TECHNOLOGY NOT NOW KNOWN TO IRANIANS. GOI
OFFICIAL RESPONSIBLE FOR ISFAHAN PROJECT NOT IN TEHRAN BUT
WE WILL ENDEAVOR TO TAKE INFORMAL SOUNDING WITHIN A DAY OR TWO.

4. FOREGOING REPRESENTS OUR TENTATIVE VIEWS ON THIS SUBJECT.
WE HAVE NO OBJECTION TO DEPARTMENT EXPLORING ON INFORMAL BASIS

WITH THE APPROPRIATE INDUSTRY ASSOCIATIONS BUT BELIEVE NO
IRREVOCABLE COMMITMENTS SHOULD BE MADE UNTIL SUBJECT CAN BE
DISCUSSED WITH BILLER AND LAWSON. RECOMMEND THAT LAWSON
REMAIN IN TEHRAN A DAY OR TWO AFTER SEPTEMBER 30 FOR PURPOSE
FURTHER DISCUSSION WITH EMBASSY AND IRANIANS AS APPROPRIATE.
HELMS

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